

US Army Corps  
of Engineers

# Small Business Open House

Ordnance & Explosives (OE) Directorate

OE Business Initiatives  
March 2003

Huntsville Engineering & Support Center

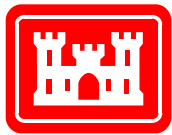
Program Manager: 256-895-1577



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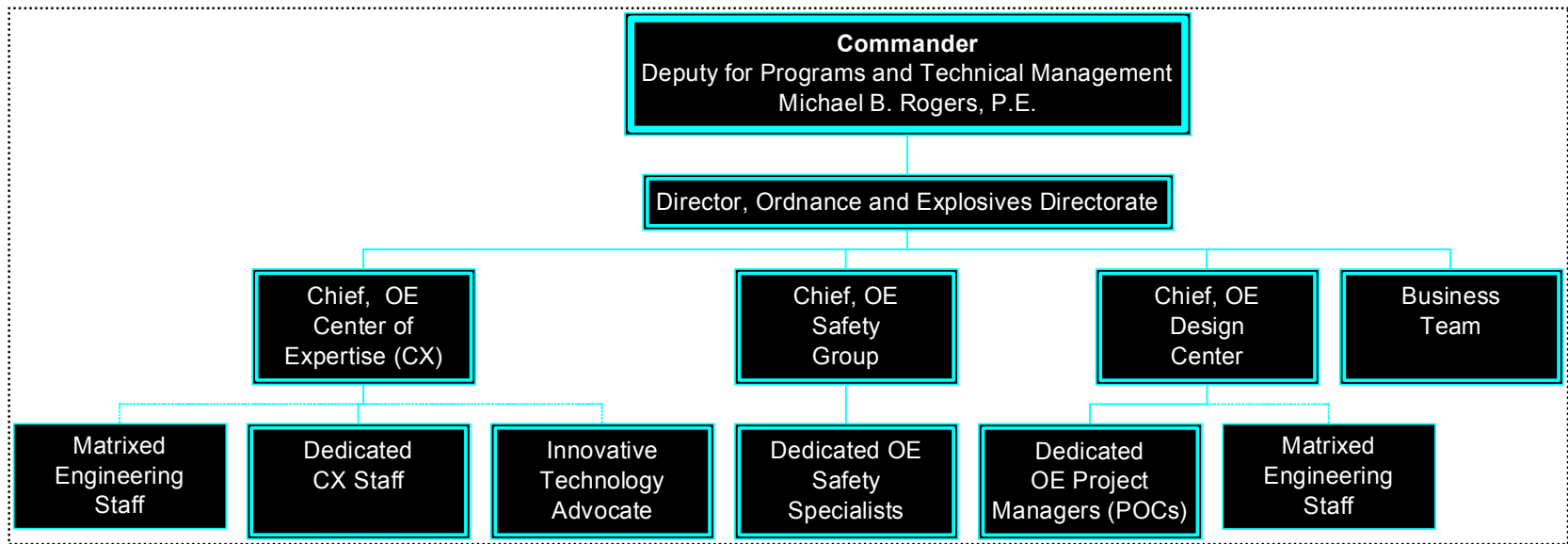
# USACE Ordnance and Explosives (OE) Mission

- USACE & our Contractors supports our customers in OE Response Actions.
- Objective is to reduce the risk to the general public in a manner that:
  - ensures the safety of OE response specialists,
  - complies with all applicable legal requirements,
  - provides best cost value.
- Adherence to OE safety provisions is paramount!

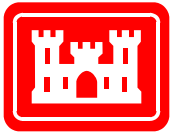


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# Ordnance and Explosives Directorate Engineering and Support Center, Huntsville

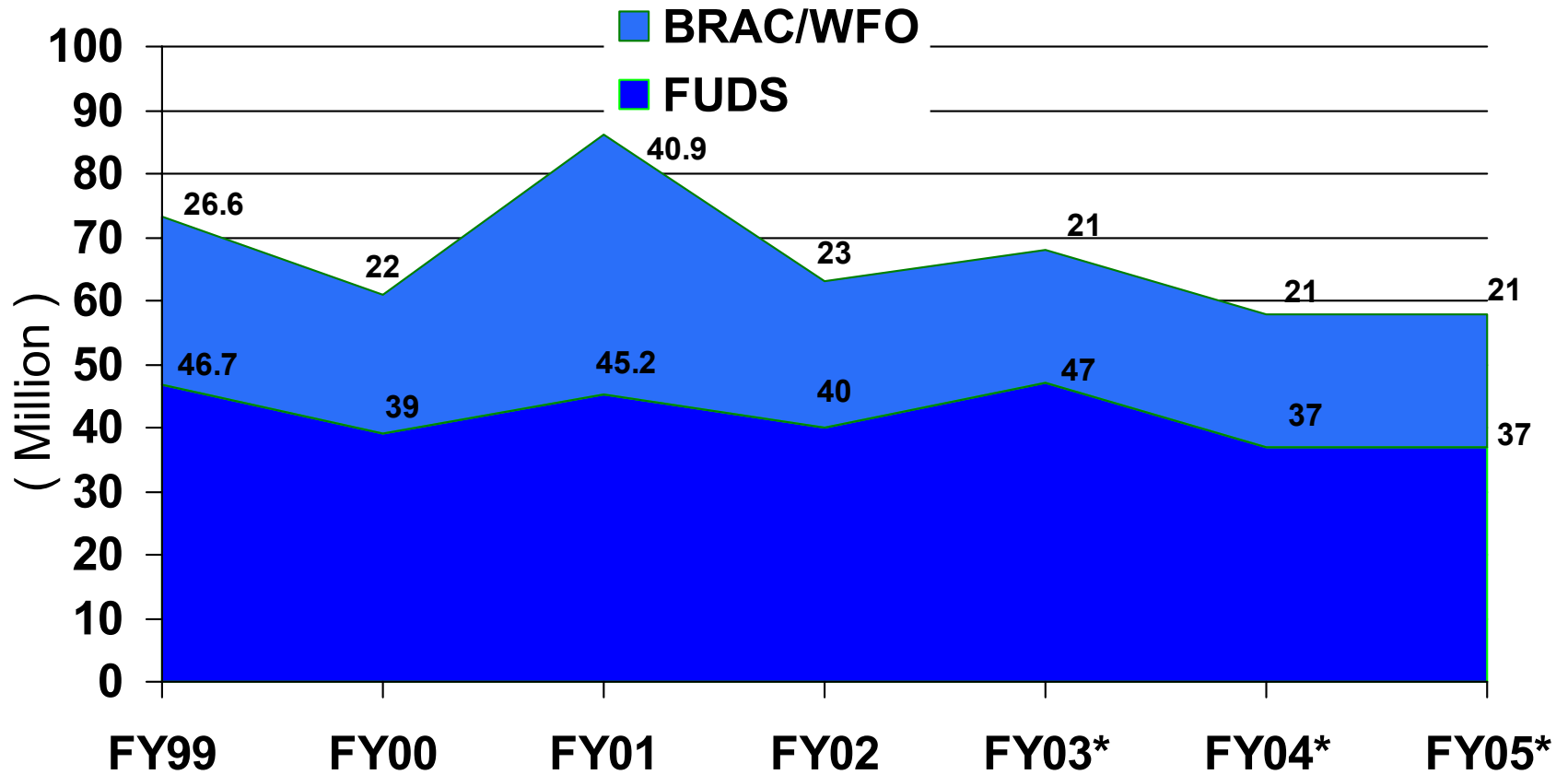


Note: Matrixed Engineering Staff, including Innovative Technology Advocate, report organizationally to Director of Engineering

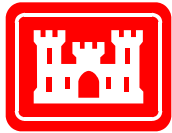


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## Funding Budget Trends-Obligations



\* Projected 4

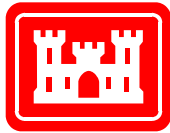


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# Corps of Engineers

## OE Business Initiatives

- Active Installation Support Needs
- Range Residue
- International Initiatives
- American Indian/Alaskan Native
- Franchising
- Firm Fix Price with Insurance Contracts



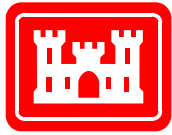
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## Small Business

	<b><u>FY02</u></b>	<b><u>SB</u></b>	
Total Contract	\$40.3 M	\$15.2 M	38%
\$200M Contract	\$24.1 M	\$13.0 M	54%

	<b><u>FY03 1<sup>st</sup>. Qtr.</u></b>		
Total Contract	\$9.68 M	\$5.35 M	55%
\$200M Contract	\$8.55 M	\$5.13 M	60%
	FY03 Goal for	\$200 M	50%

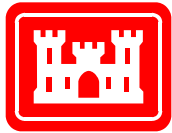
NEW SB Award to ATI \$50M Capacity \$200K obligated in Dec.



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# Corps Installation Support

- Range Clearances
- Innovative Technologies
- RTLP Program
- Corps Center of Expertise for OE & HTRW
- Training
- Community Relations
- Life Cycle Range Support



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# Life Cycle

## Range Residue Management

- Huntsville Approved Process
- Excavation, Inspection & Certification
- Processing
- Containerizing & Transporting
- Disposal
  - DRMO
  - Contractors with recycling partners
  - Centralized re-cycling facility ( Hawthorne AD)
  - Centralized re-cycling facility ( AI/AN FS)

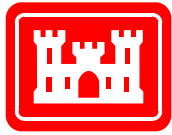








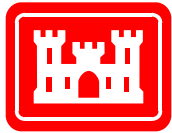




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# Range Targets

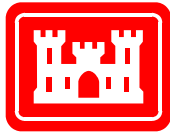




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# International Initiatives

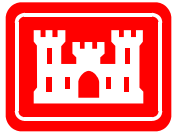
- Repeat customers
- New Initiatives
  - Bunker design and consulting services
  - Talking with Demining Training Center
  - Scheduled discussions w/Mobile District for South American work
  - Post – conflict opportunities



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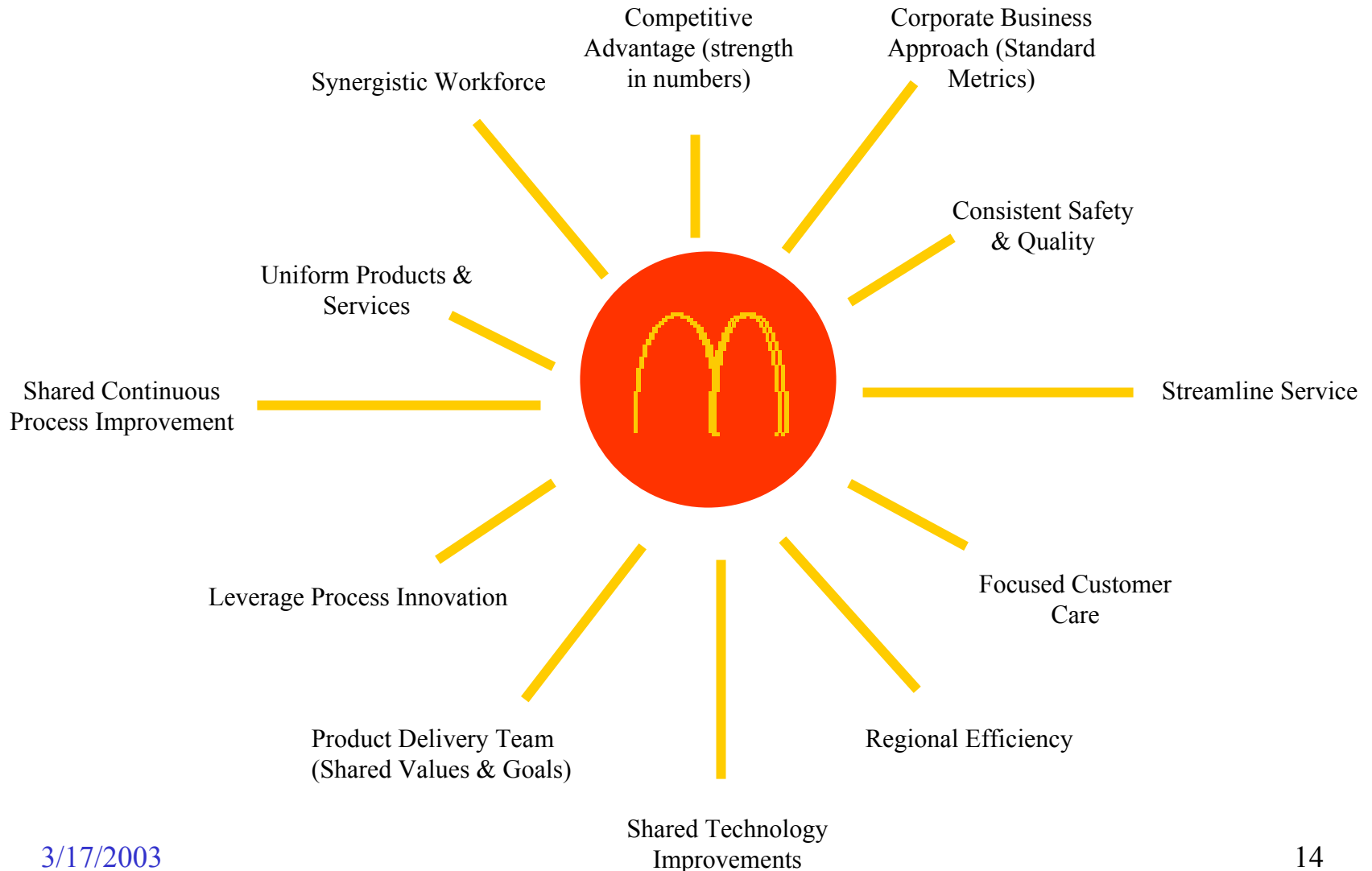
# American Indian/ Alaskan Native Initiatives

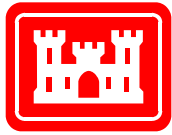
- Centralized Range Residue Recycling Facility
- Stand-up several AI/AN firms to conduct OE response actions
- AI/AN firms working on tribal lands



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# OE FRANCHISING – Why Do It?

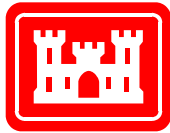




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# Franchising

- Proposal outlines
  - Currently 7 Removal Districts
  - Proposed 3 Design Districts
- Small Business Opportunities exist at each of these Districts



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# Firm Fix Price w/Insurance Proposed Contract

- Omaha District is evaluating this type of contract for HTRW
- Huntsville has begun the process for an OE contract
  - Sources sought – Dec 02
  - Industry interest – Jan 03
  - Currently conducting Acquisition Planning